



EXHIBIT 3  
DATE 1-14-2011  
HB 171

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Steve Marks  
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Re HB187

2011 Legislative Session  
House Transportation Committee  
Capitol Building  
Helena, Mt

Thank you for the opportunity to testify here today.

I am Steve Marks owner of Marks Lumber, a small specialty sawmill in Clancy Montana with 14 employees. In the past, we have manufactured thousands of wood guard rail post and blocks used throughout Montana, on interstate, state and county roads. In the last few years we have sold very few of these products. Why? Because wood has been replaced with steel. The next time you go on a road trip, take a look at all of the steel guard rail posts that have been used on new highway projects, then ask yourself, where was that post manufactured, how many Montana jobs were created, taxes paid, how many thousand board feet of red and dead timber could have been used? Where was the steel manufactured? Most likely in other parts of the United States or perhaps off shore. How much carbon was emitted (steel) or carbon sequestered (wood)?

This is really not a steel versus wood issue. This is a Montana jobs issue. It should not make any difference to whether the contractor is using wood or steel, it is a Montana employee doing the same work on the same project

Has this come down from National Transportation and Safety? Who knows, but something has changed and passing this bill will be a start and a <sup>send</sup> message that we need Montana manufactured wood products in all construction projects in Montana.

Thank you,

Steve Marks

Side note <sup>today</sup> a steel 4x6x6' guardrail posts cost <sup>approx.</sup> \$30.-33  
today a wood ~~posts~~ guardrail posts cost approx. \$13-15.00

Example: Marysville road. - Approx. 7000-6x8x7' posts were originally going to be used on this project. We were the vendor that was going to supply these posts. A change order was put in and the wood was replaced with steel. \$127,000.00 was sucked out of our community + state with this kind of action.